



REPLACEMENT SHEET

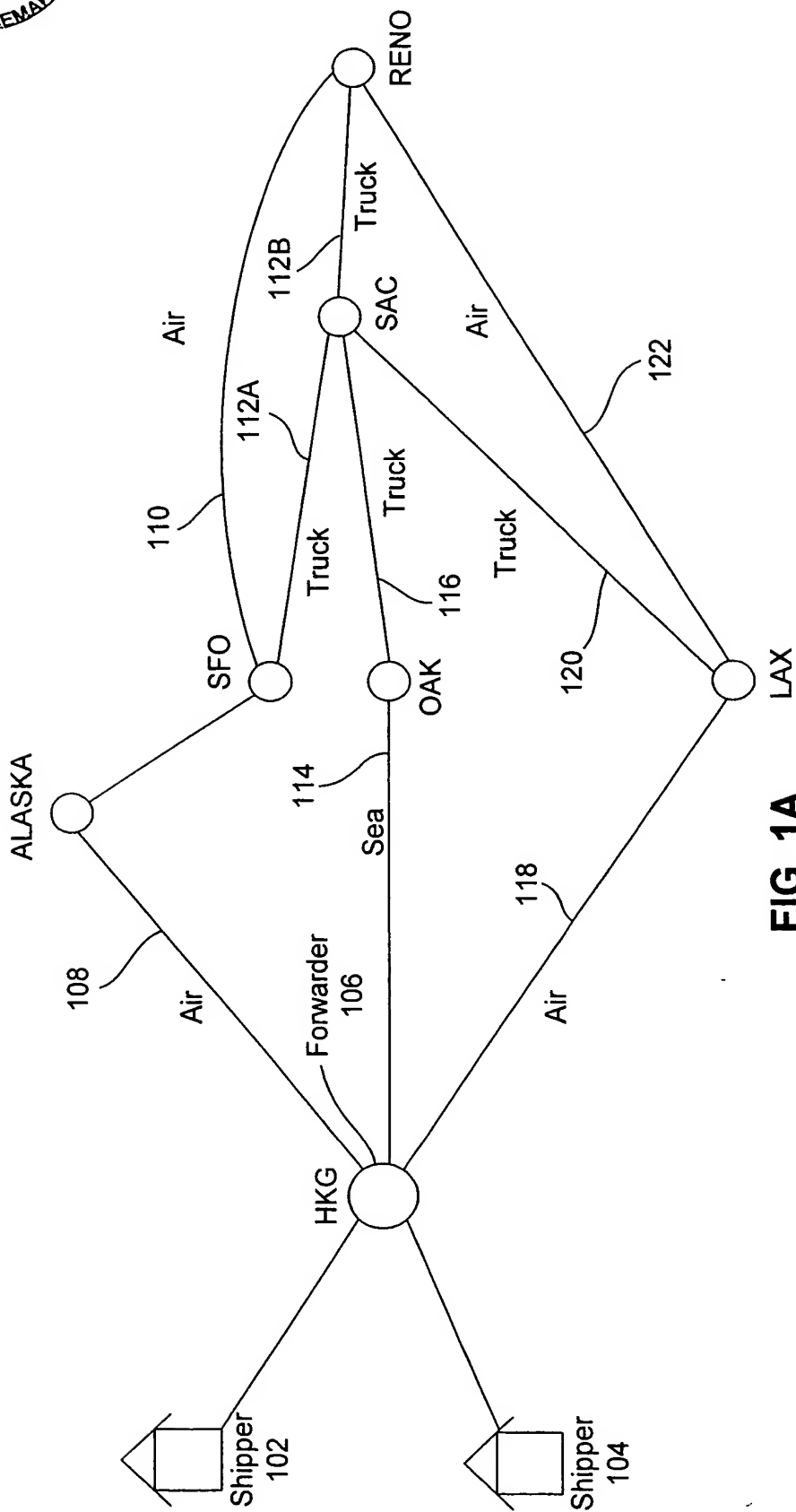


FIG. 1A

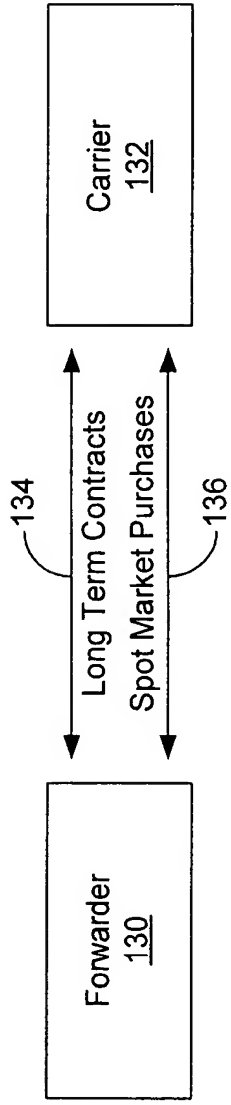


FIG. 1B

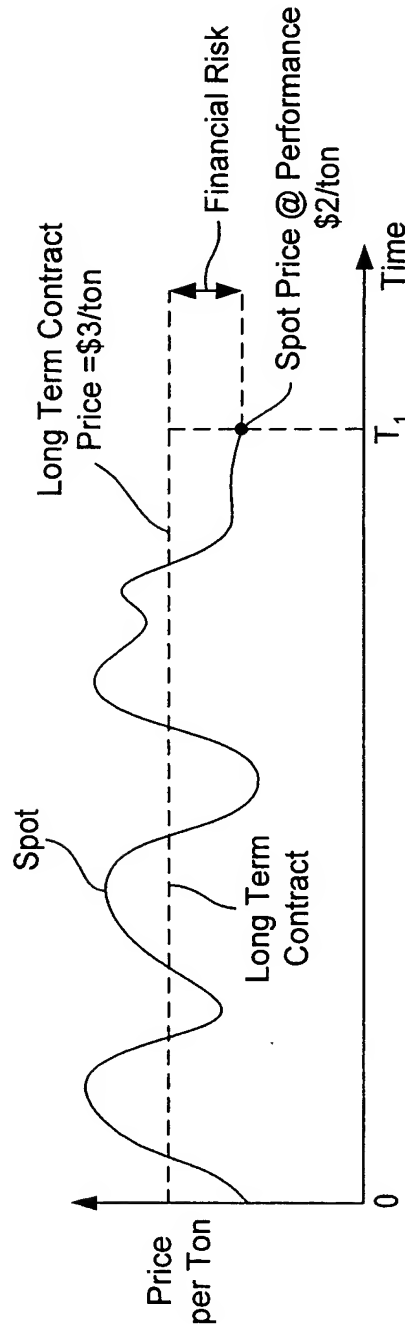


FIG. 1C

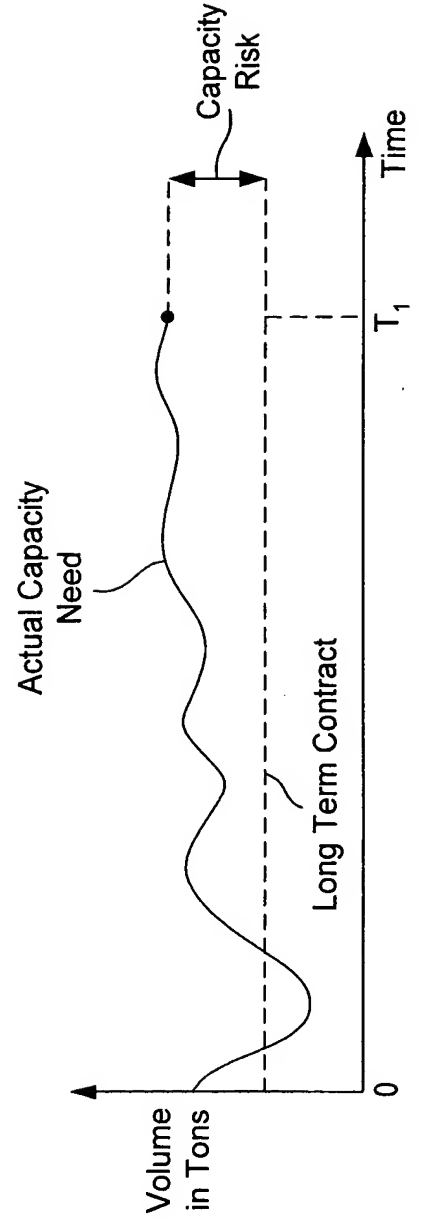


FIG. 1D

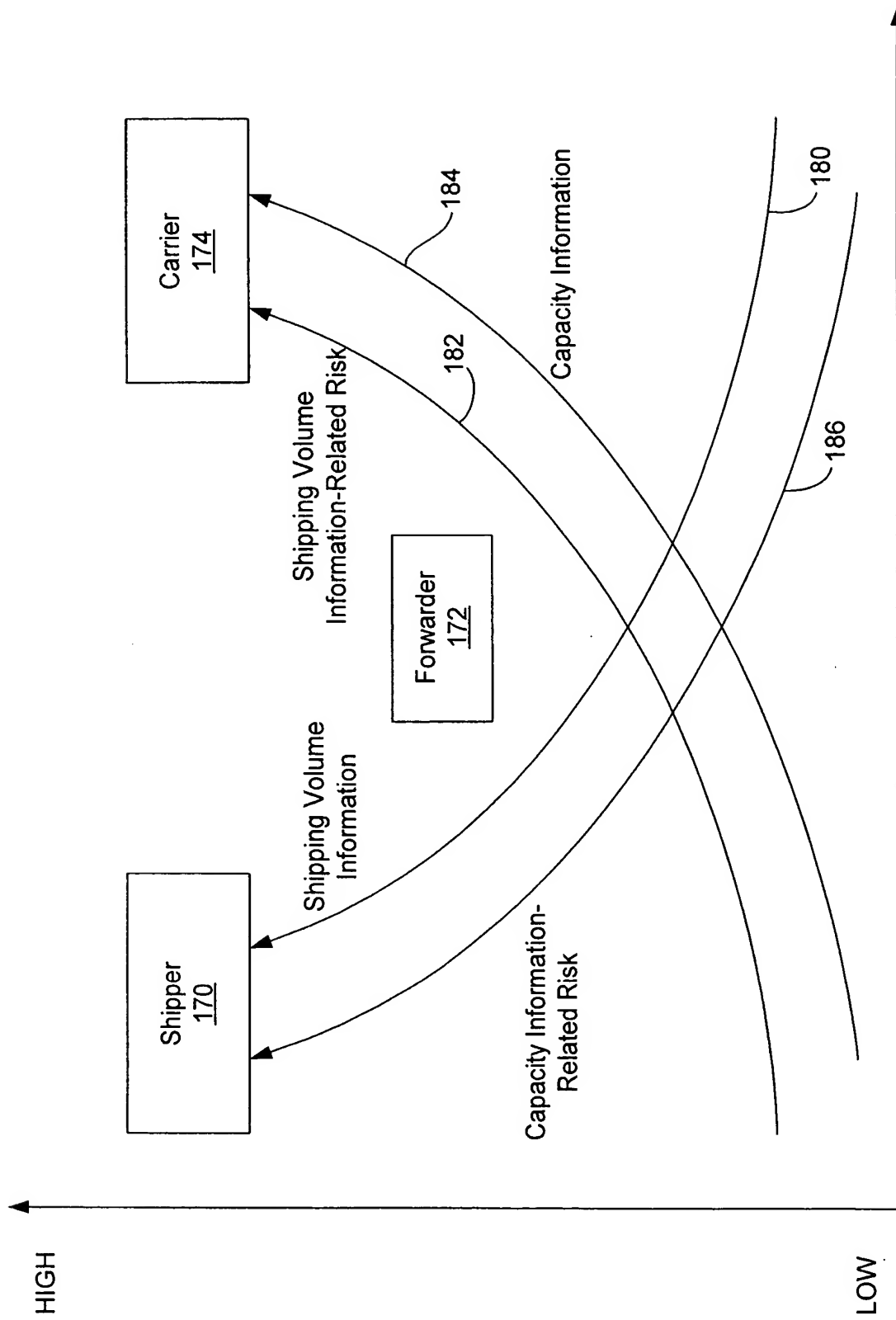


FIG. 1E

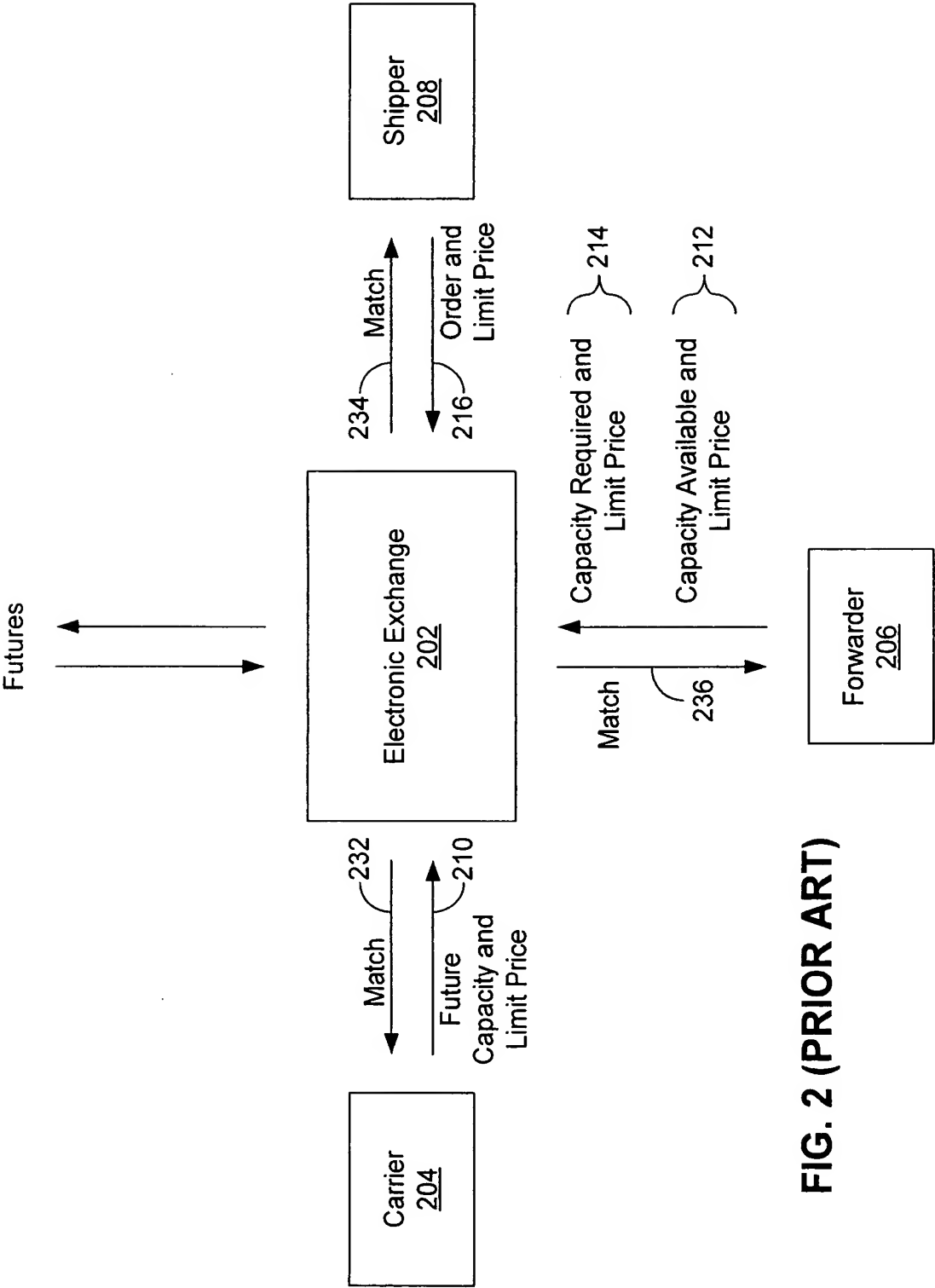


FIG. 2 (PRIOR ART)

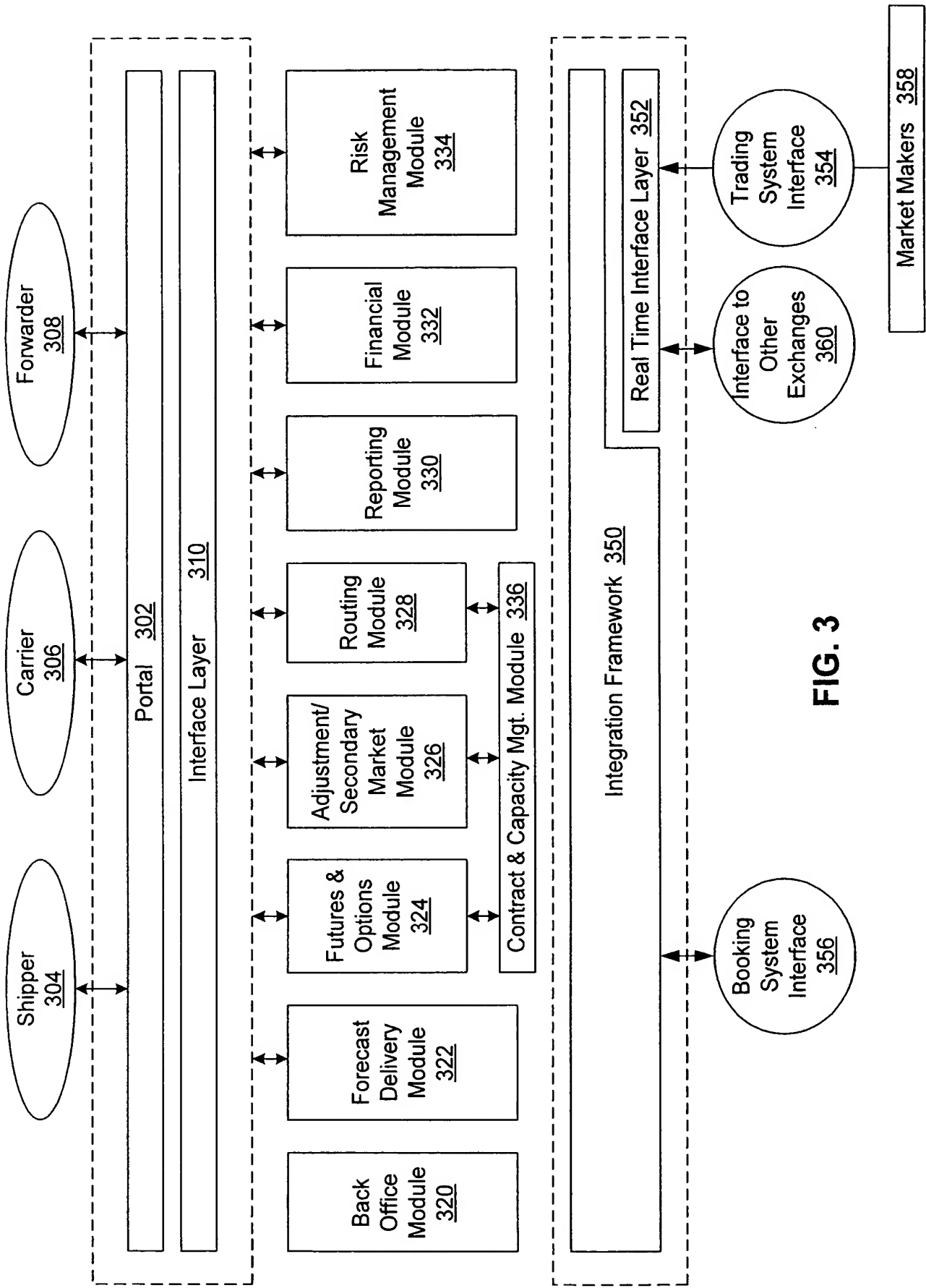


FIG. 3

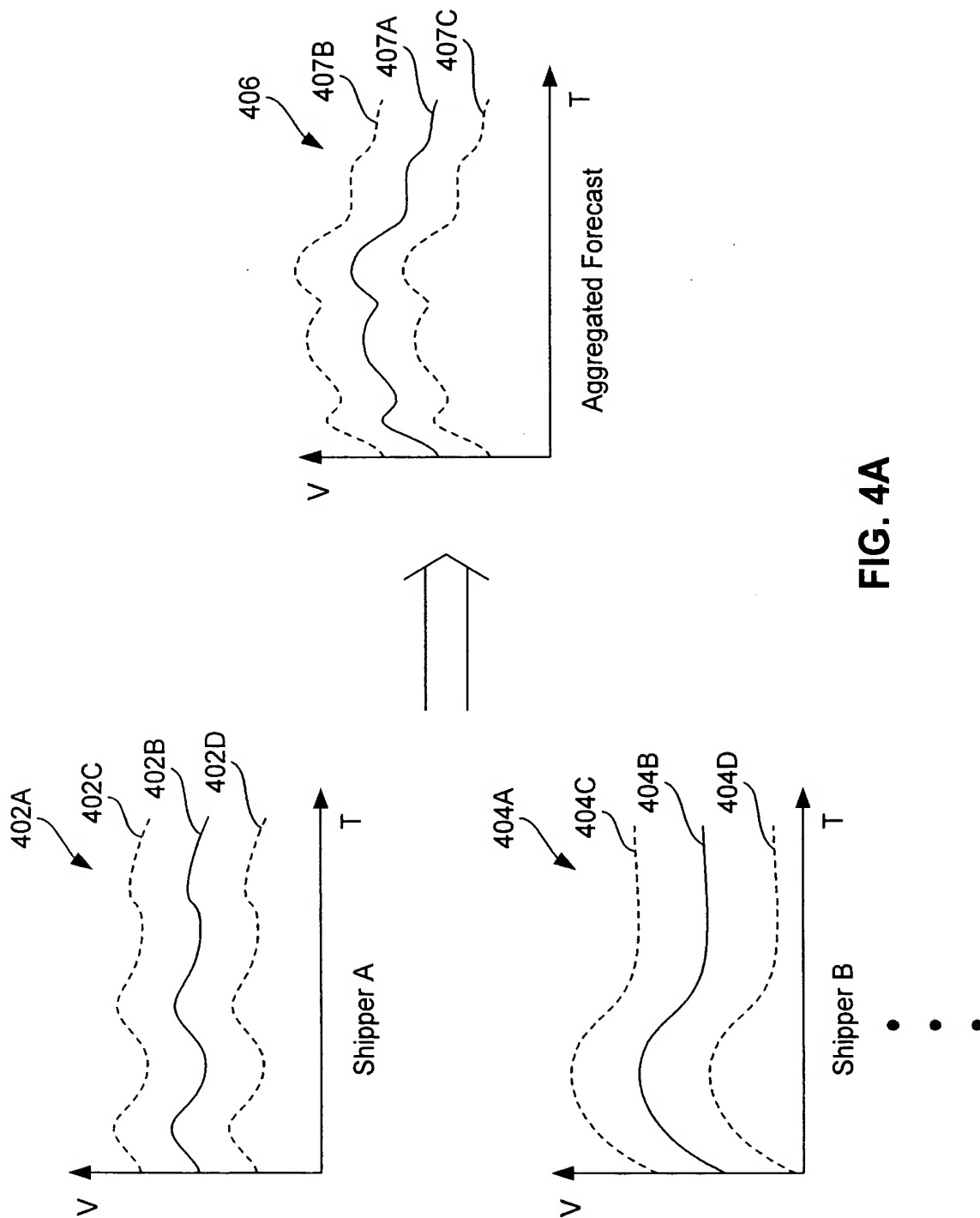


FIG. 4A

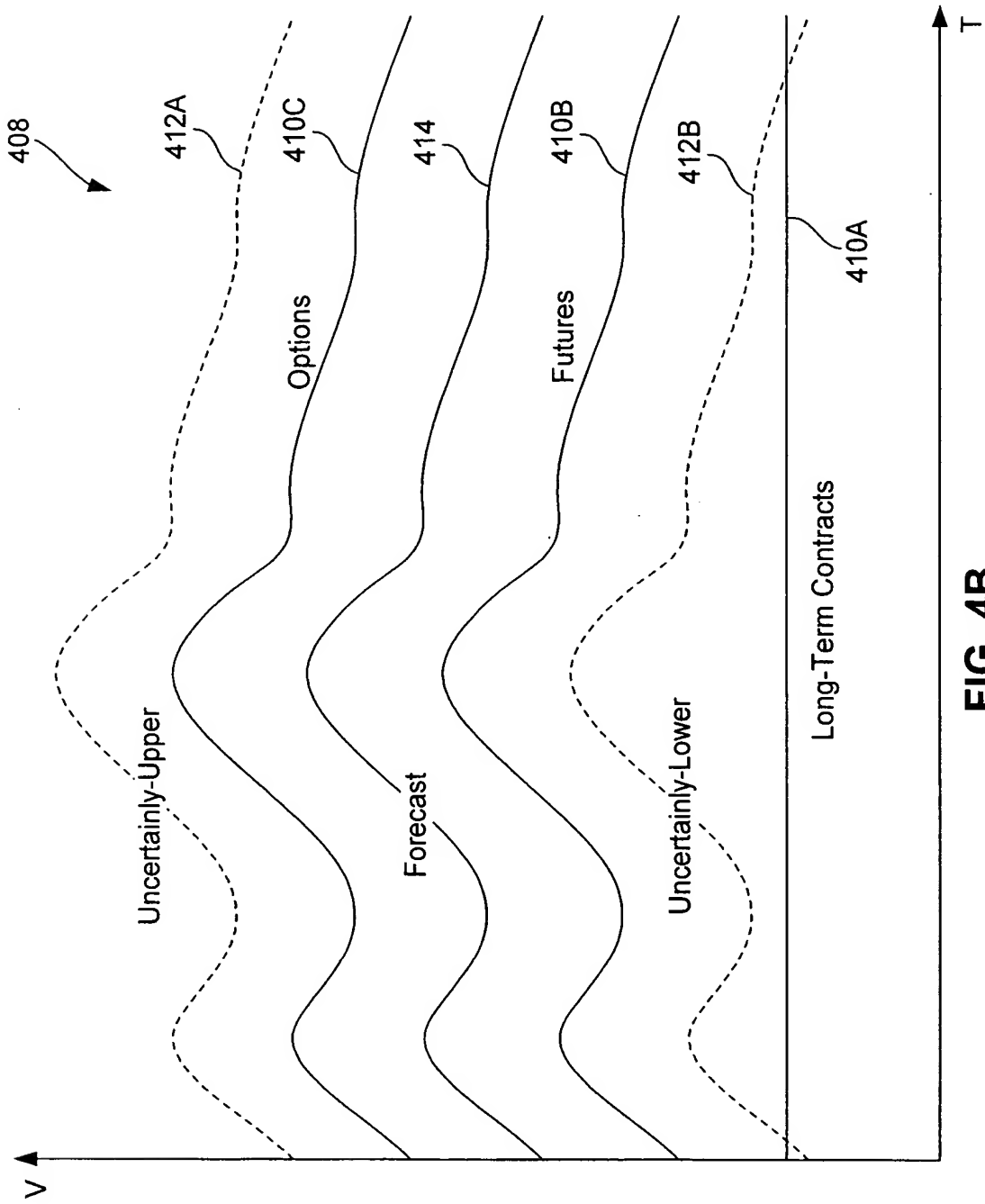


FIG. 4B

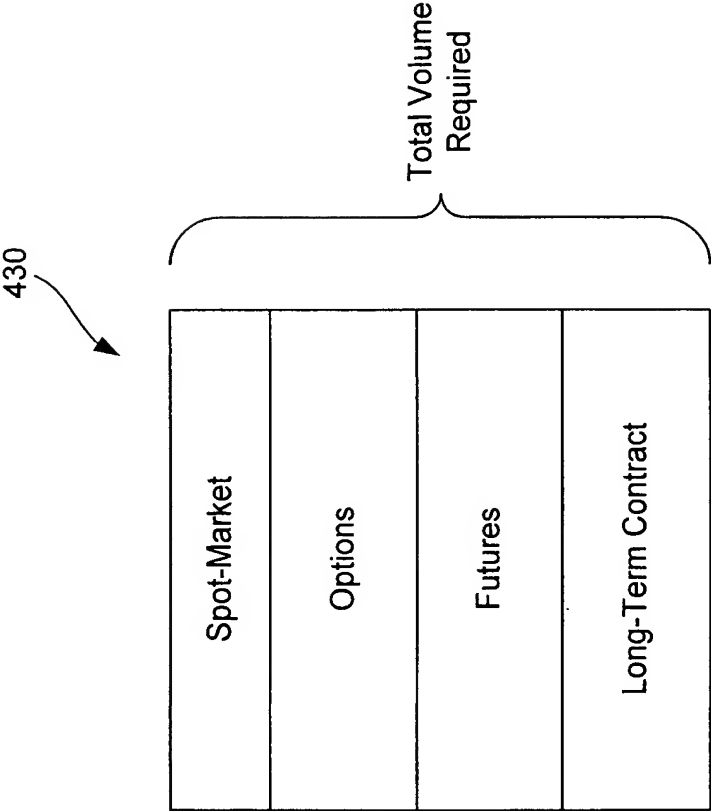


FIG. 4C

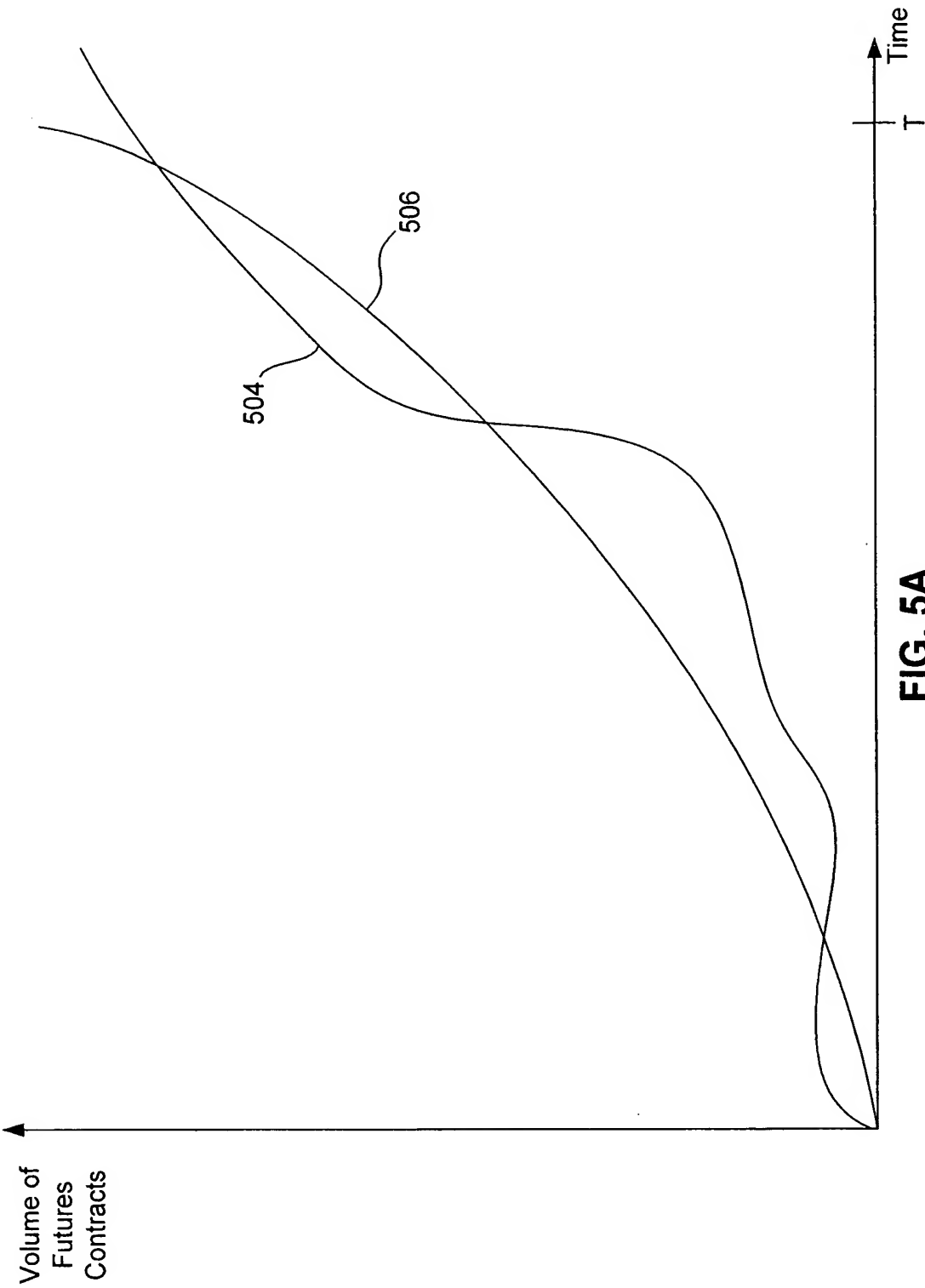


FIG. 5A

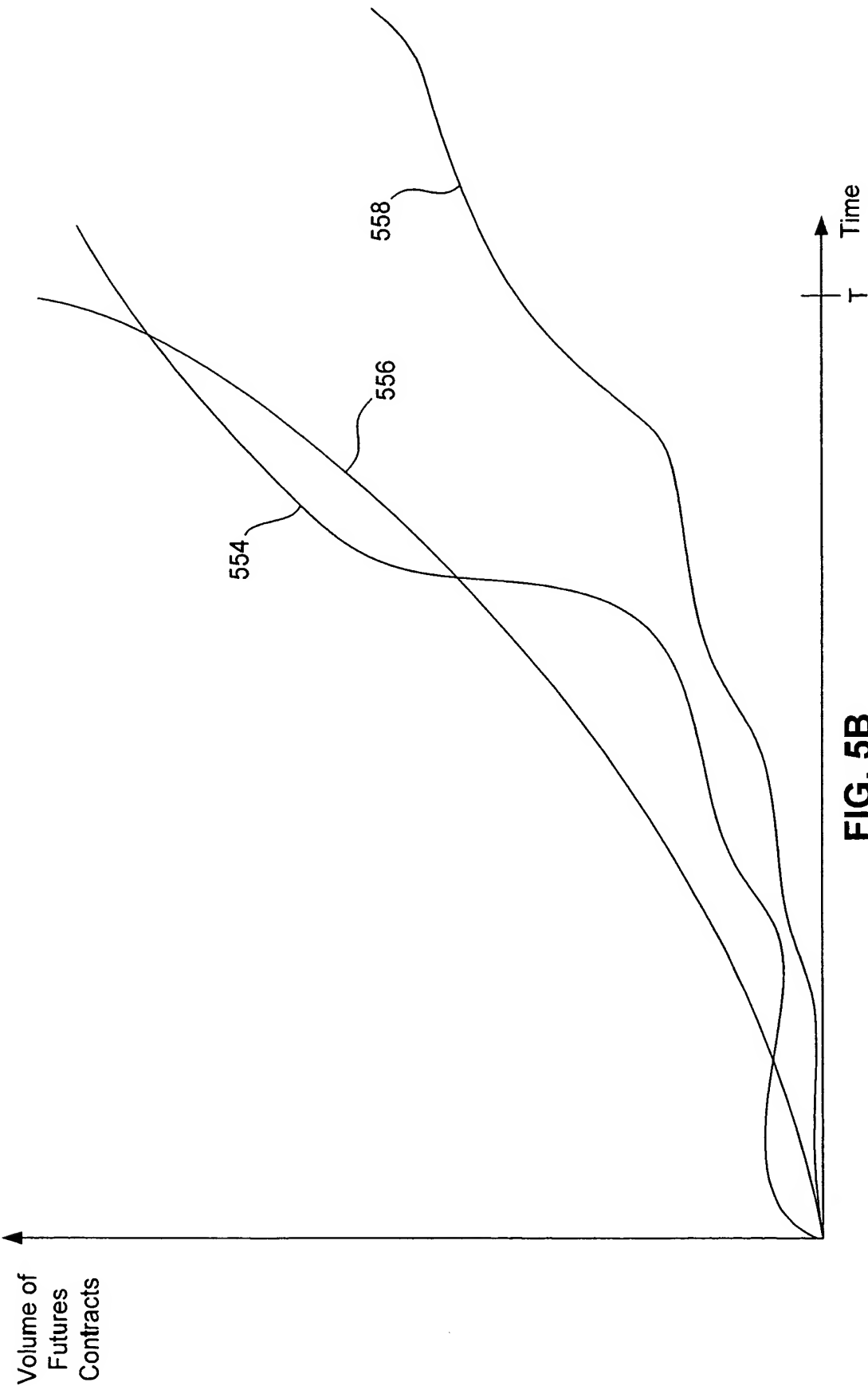


FIG. 5B

$$\text{Index}_v = \frac{\sum_{i \in v} \text{Price } i \times \text{Volume } i}{\sum_{i \in v} \text{Volume } i}$$

FIG. 6

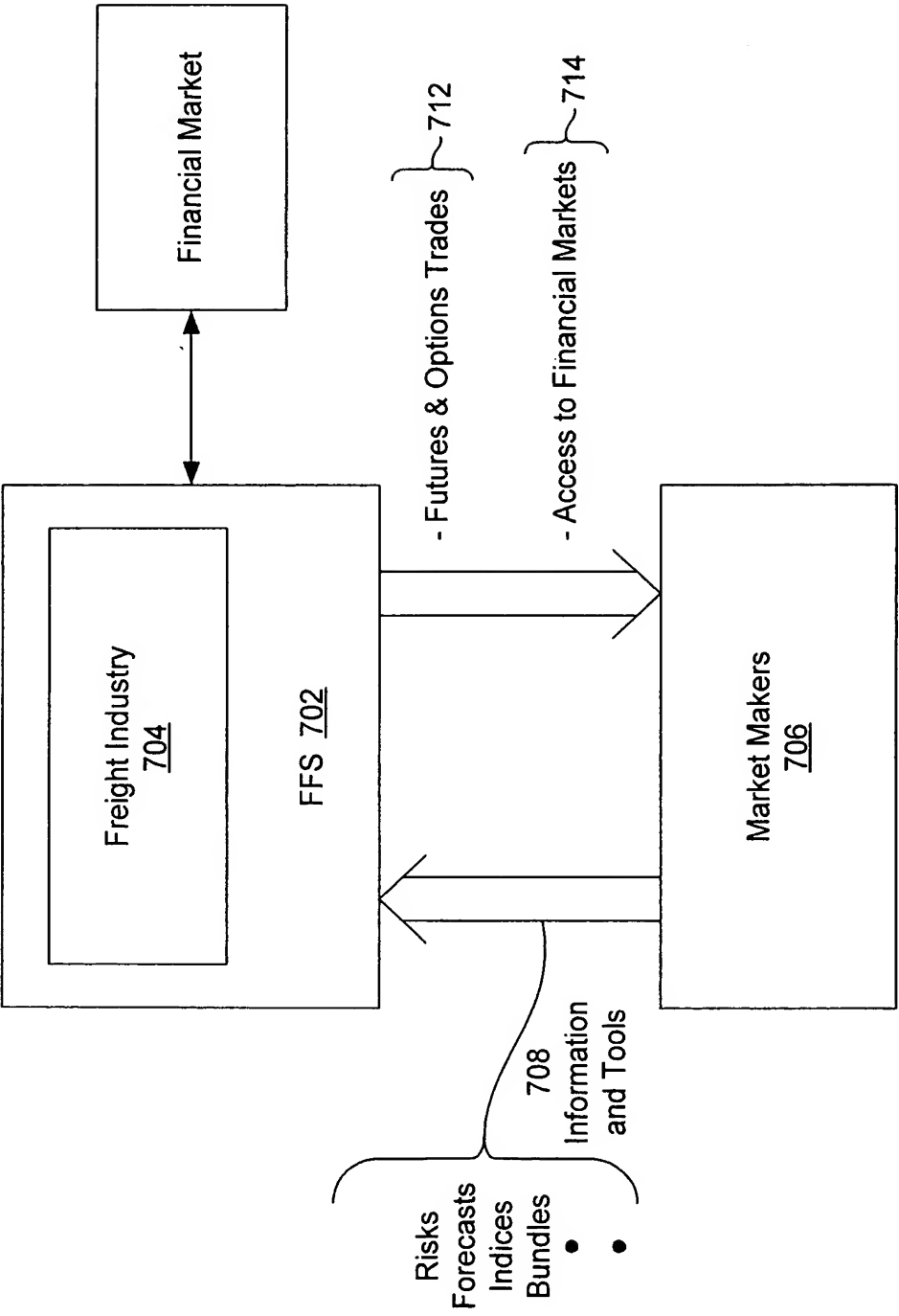


FIG. 7

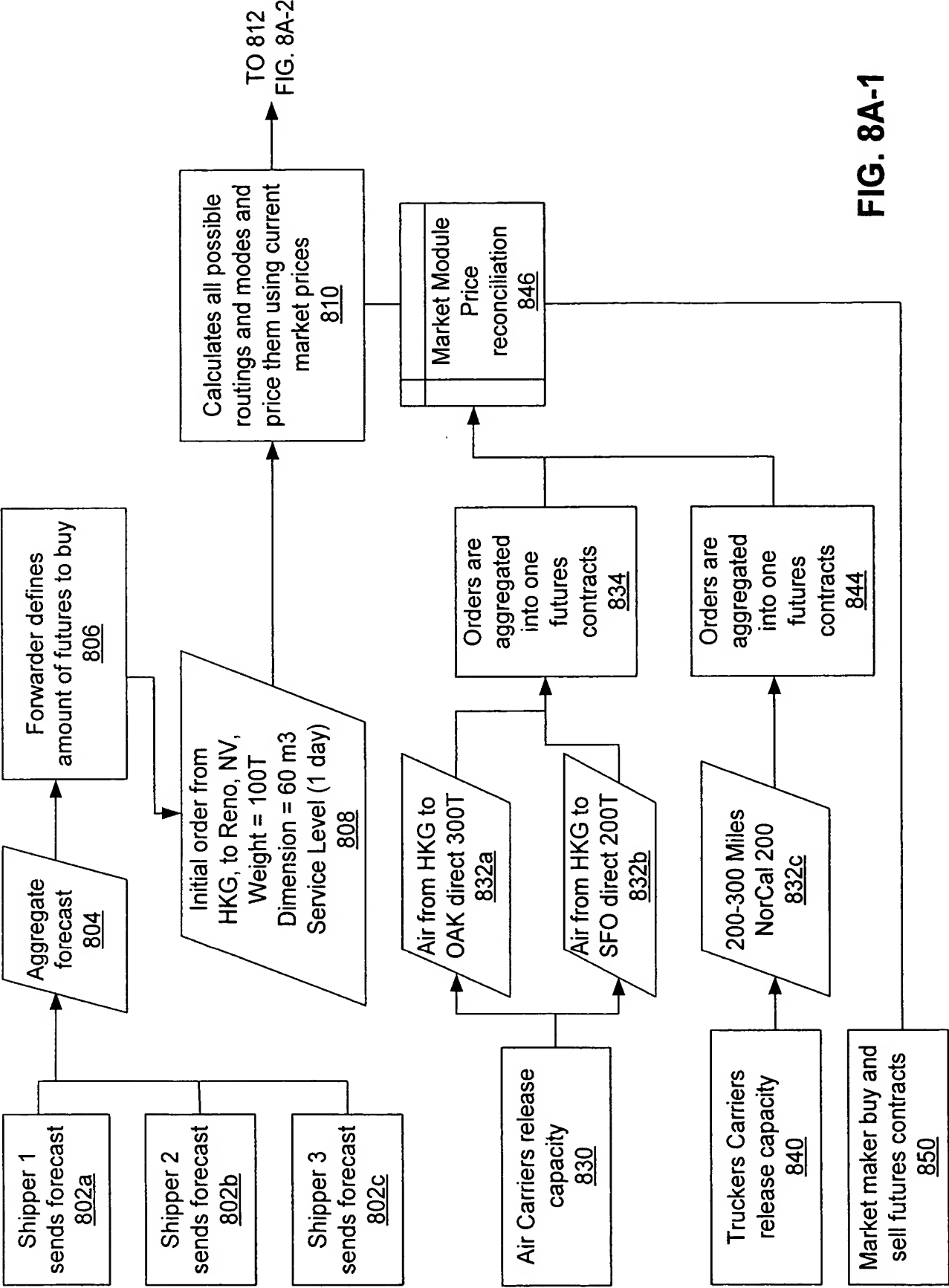


FIG. 8A-1

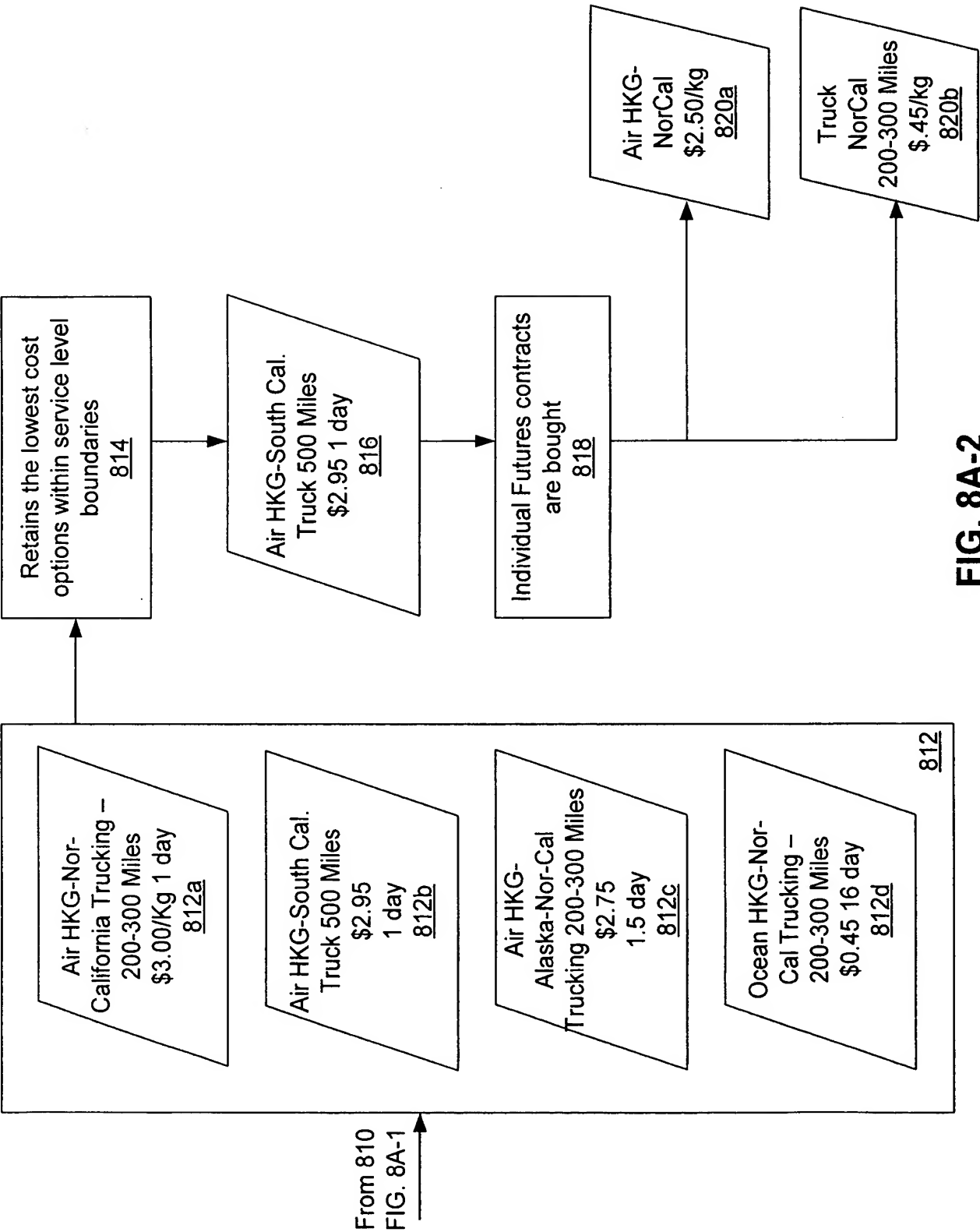


FIG. 8A-2

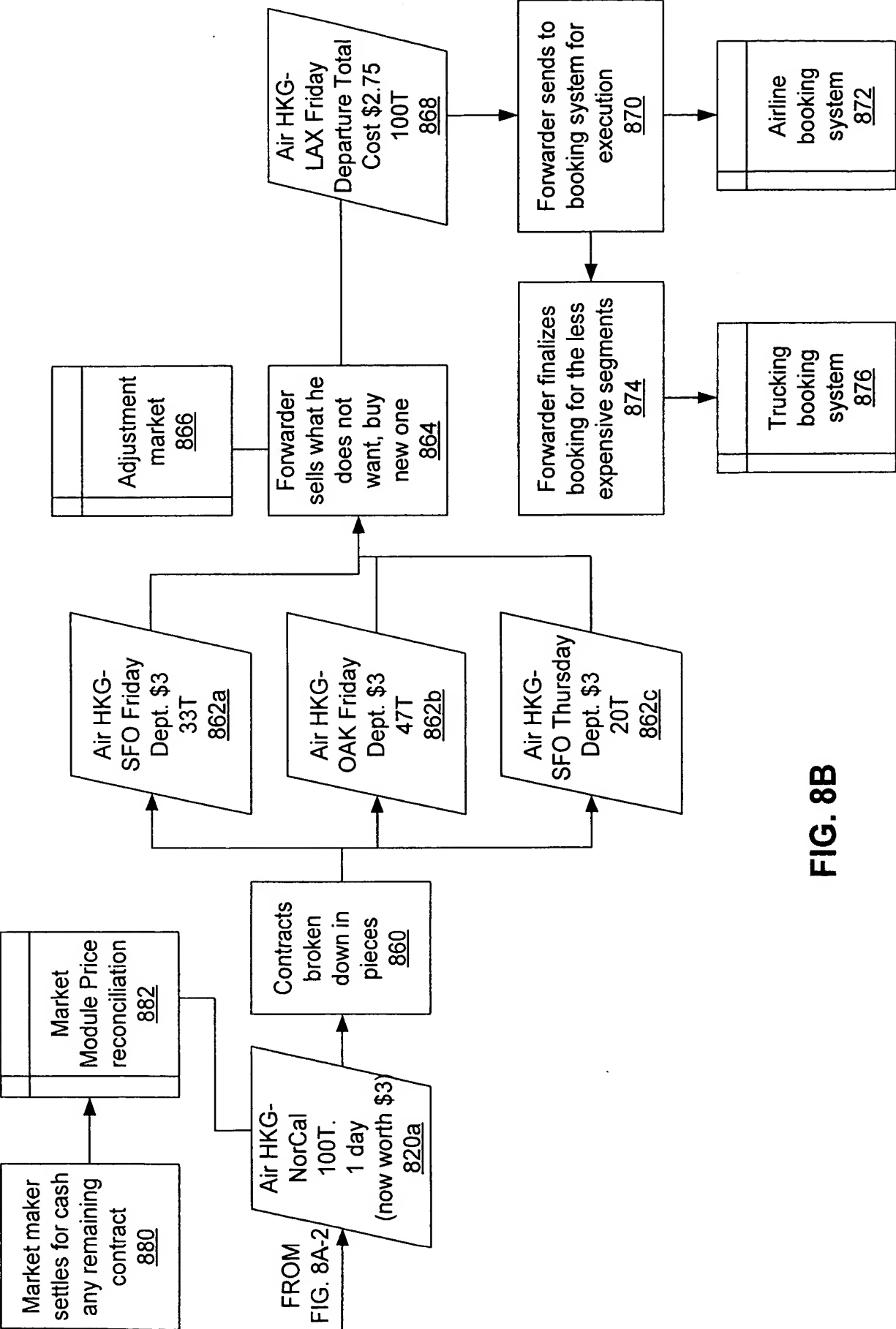


FIG. 8B

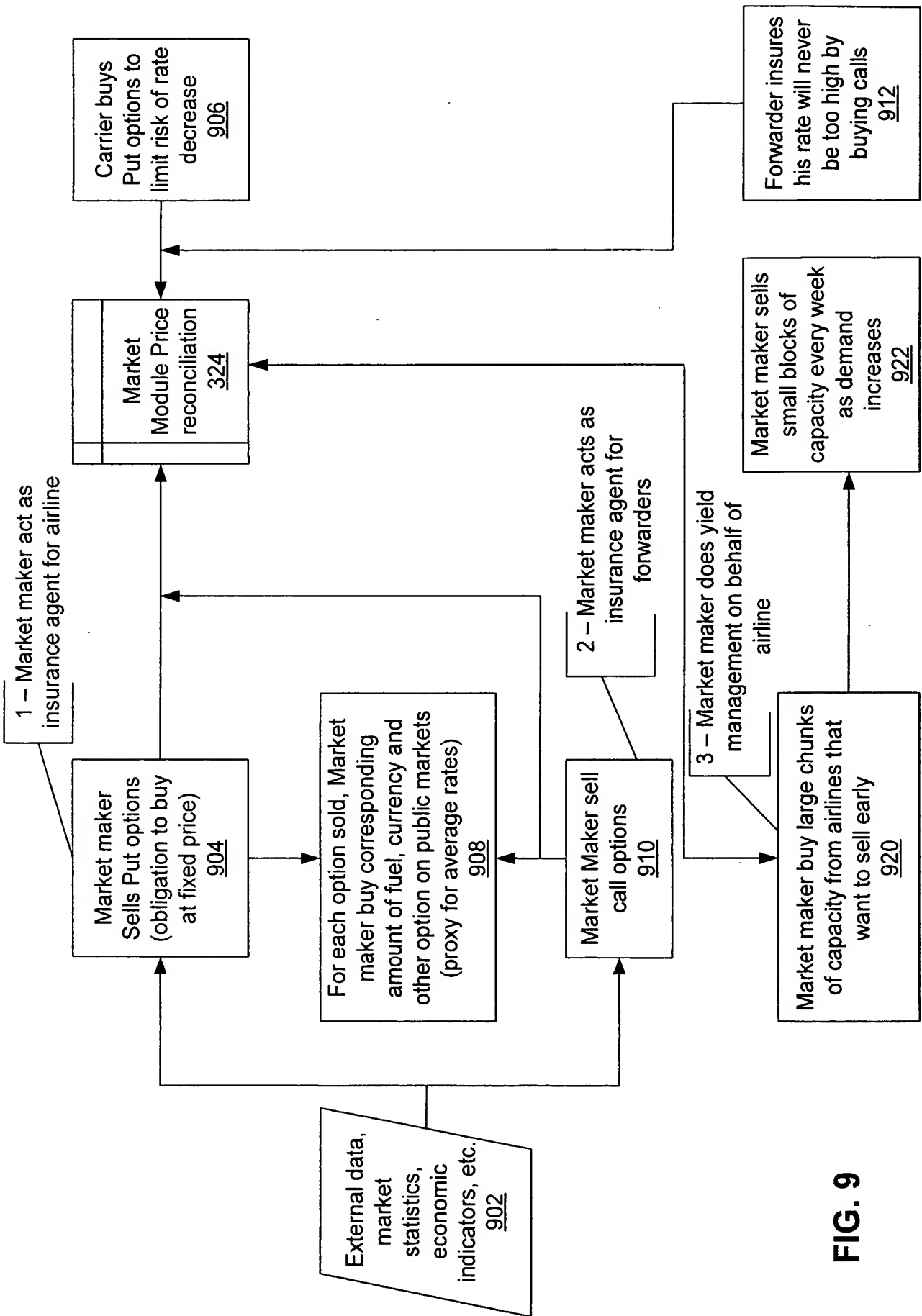
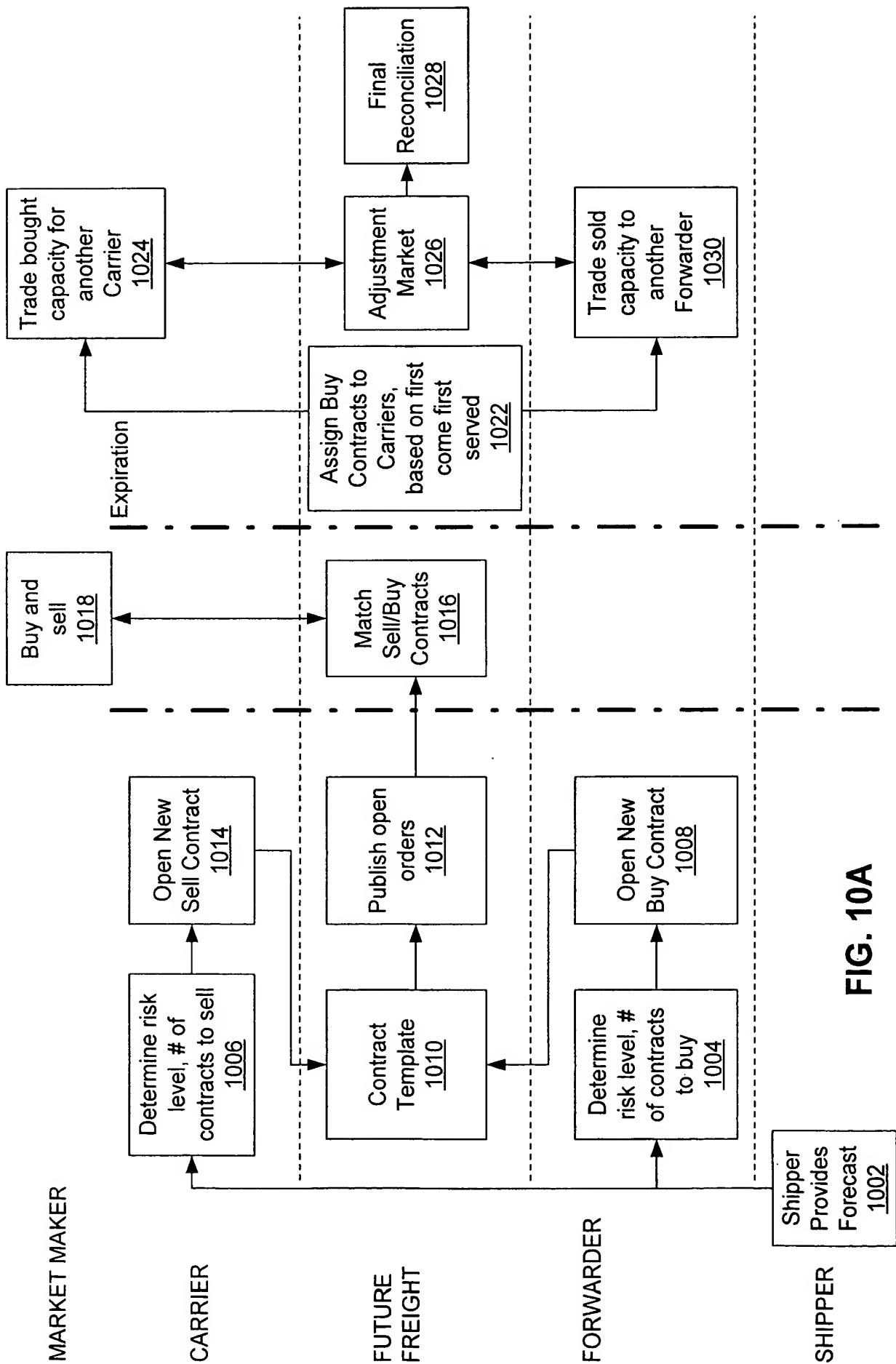


FIG. 9



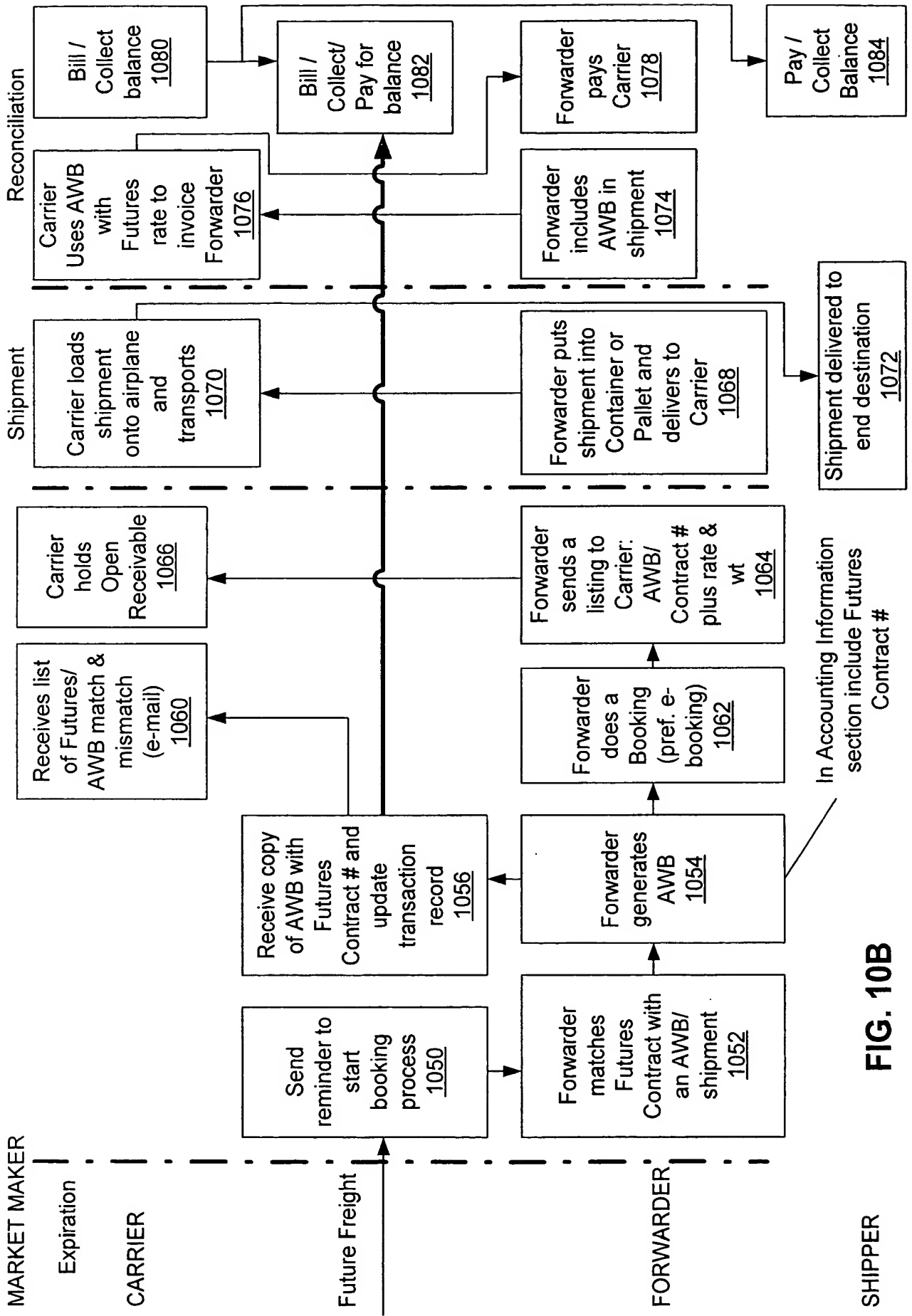


FIG. 10B

►► Future Freight™

SummaryMarketCommitmentOrderForecastIndicesHistorySignout

Enter Trade Details

Required

Action:Buy▼

From:HKG▼

To:SFO▼

Month:Feb-04▼

Day of the Week:Monday(1)▼

Type of Order:Market▼

Service Level:Express▼

Dim Wt.:

Calc.

Price:

Make Order Private:☐

Type of Trading:Express▼

OKCancel

Optional

Airlines:Select▼

Position:Select▼

Cargo Type:Select▼

Indices: Asia

FIG. 11

# ►► Future Freight™

Summary **Market** Commitment Order Forecast Indices History Signout

Forwarder Dashboard

Select Region: From:  To:

## Market

1202

| Orig | Dest | Month  | Service | Bid    | Ask    | Weight |
|------|------|--------|---------|--------|--------|--------|
| HKG  | SFO  | Nov-03 | 2 Day   | \$2.21 |        | 134    |
| TPE  | SFO  | Nov-03 | 2 Day   | \$2.30 | \$2.31 | 134    |
| TPE  | LAX  | Jan-04 | Express | \$2.86 | \$2.87 | 150    |
| HKG  | SFO  | Feb-04 | Express | \$2.45 | \$2.48 | 100    |
| HKG  | LAX  | Dec-03 | 1 Day   | \$2.23 | \$2.34 | 100    |
| PVG  | SEA  | Dec-03 | Express | \$2.42 | \$2.49 | 100    |
| ICN  | LAX  | Nov-03 | 1 Day   | \$2.86 | \$2.89 | 75     |

## My Commitments

1206

| Orig | Dest | Month  | Service | Price  | Curr Price | Gain  | % of Forecast | Wt  | Action |
|------|------|--------|---------|--------|------------|-------|---------------|-----|--------|
| HKG  | SFO  | Nov-03 | Express | \$1.30 | \$1.80     | 38    | 16%           | 76  | B      |
| HKG  | SFO  | Dec-03 | Express | \$1.30 | \$1.30     | 0     | 0%            | 20  | B      |
| PVG  | SEA  | Nov-03 | Express | \$2.23 | \$2.79     | 6.72  | 12%           | 12  | B      |
| TPE  | LAX  | Feb-04 | Express | \$2.86 | \$2.86     | 0     | 0%            | 54  | B      |
| TPE  | SFO  | Jan-04 | Express | \$2.23 | \$2.12     | -13.2 | 13%           | 120 | B      |
| HKG  | SEA  | Dec-03 | Express | \$1.90 | \$6.00     | 176.3 | 9%            | 43  | S      |

## My Orders

1204

| Orig | Dest | Month  | Service | Type of Order | Limit Price | Weight |
|------|------|--------|---------|---------------|-------------|--------|
| SIN  | SFO  | Dec-03 | 1 Day   | Buy           | \$1.30      | 78     |
| SIN  | SFO  | Nov-03 | Express | Sell          | \$2.48      | 54     |
| TPE  | SFO  | Dec-03 | 1 Day   | Sell          | \$2.88      | 98     |
| SIN  | SFO  | Feb-04 | Express | Buy           | \$1.58      | 45     |
| ICN  | LAX  | Feb-04 | Express | Sell          | \$2.67      | 12     |
| HKG  | LAX  | Jan-04 | 1 Day   | Buy           | \$1.56      | 40     |
| ICN  | SFO  | Nov-03 | 1 Day   | Iceberg Sell  | \$1.54      | 150    |
| TPE  | LAX  | Nov-03 | Express | Sell          | \$3.50      | 14     |

## Forecast

1208

| Orig  | Dest | Shipper | Month  | Cargo Type | Vol  | Act Wt | Trd Wt | Conf | Qual |
|-------|------|---------|--------|------------|------|--------|--------|------|------|
| TPE   | SFO  | Cisco   | Nov-04 | Electronic | 500  | 22     | 21     | 63%  | B-   |
| TPE   | SFO  | Sony    | Nov-04 | Electronic | 200  | 15     | 15     | 78%  | B+   |
| TPE   | SFO  | Nike    | Nov-04 | Generic    | 600  | 0.5    | 1      | 28%  | C-   |
| Total |      |         |        |            | 1300 | 37.5   | 37     |      |      |
| TPE   | SFO  | Sony    | Dec-04 | Electronic | 317  | 30     | 30     | 45%  | B+   |
| TPE   | SFO  | Nike    | Dec-04 | Generic    | 600  | 2      | 3      | 71%  | B-   |
| Total |      |         |        |            | 917  | 32     | 33     |      |      |

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>25</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>35</sub>... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.4<sub>55</sub>

FIG. 12A

# ►► Future Freight™

Summary Market Commitment Order Forecast Indices History Signout

Carrier Dashboard

Select Region: From: Asia To: US-West Futures View

## Market

| Orig | Dest | Month  | Service | Bid    | Ask    | Weight |
|------|------|--------|---------|--------|--------|--------|
| HKG  | SFO  | Nov-03 | 2 Day   | \$2.21 |        | 134    |
| TPE  | SFO  | Nov-03 | 2 Day   | \$2.30 | \$2.31 | 134    |
| TPE  | LAX  | Jan-04 | Express | \$2.86 | \$2.87 | 150    |
| HKG  | SFO  | Feb-04 | Express | \$2.45 | \$2.48 | 100    |
| HKG  | LAX  | Dec-03 | 1 Day   | \$2.23 | \$2.34 | 100    |
| PVG  | SEA  | Dec-03 | Express | \$2.42 | \$2.49 | 100    |
| ICN  | LAX  | Nov-03 | 1 Day   | \$2.86 | \$2.89 | 75     |

## My Commitments

| Orig | Dest | Month  | Service | Price  | Curr Price | Gain  | % of Forecast | Wt  | Action |
|------|------|--------|---------|--------|------------|-------|---------------|-----|--------|
| HKG  | SFO  | Nov-03 | Express | \$1.30 | \$1.80     | 38    | 16%           | 76  | B      |
| HKG  | SFO  | Dec-03 | Express | \$1.30 | \$1.30     | 0     | 0%            | 20  | B      |
| PVG  | SEA  | Nov-03 | Express | \$2.23 | \$2.79     | 6.72  | 12%           | 12  | B      |
| TPE  | LAX  | Feb-04 | Express | \$2.86 | \$2.86     | 0     | 0%            | 54  | B      |
| TPE  | SFO  | Jan-04 | Express | \$2.23 | \$2.12     | -13.2 | 13%           | 120 | B      |
| HKG  | SEA  | Dec-03 | Express | \$1.90 | \$6.00     | 176.3 | 9%            | 43  | S      |

## My Orders

| Orig | Dest | Month  | Service | Type of Order | Limit Price | Weight |
|------|------|--------|---------|---------------|-------------|--------|
| SIN  | SFO  | Dec-03 | 1 Day   | Buy           | \$1.30      | 78     |
| SIN  | SFO  | Nov-03 | Express | Sell          | \$2.48      | 54     |
| TPE  | SFO  | Dec-03 | 1 Day   | Sell          | \$2.88      | 98     |
| SIN  | SFO  | Feb-04 | Express | Buy           | \$1.58      | 45     |
| ICN  | LAX  | Feb-04 | Express | Sell          | \$2.67      | 12     |
| HKG  | LAX  | Jan-04 | 1 Day   | Buy           | \$1.56      | 40     |
| ICN  | SFO  | Nov-03 | 1 Day   | Iceberg Sell  | \$1.54      | 150    |
| TPE  | LAX  | Nov-03 | Express | Sell          | \$3.50      | 14     |

## Forecast

| Orig  | Dest | Conf | Month  | Cargo Type | Vol  | Act Wt | Trd Wt | Quality |
|-------|------|------|--------|------------|------|--------|--------|---------|
| TPE   | SFO  | 64%  | Nov-04 | Electronic | 500  | 22     | 21     | B-      |
| TPE   | LAX  | 59%  | Nov-04 | Electronic | 200  | 15     | 15     | B+      |
| TPE   | SEA  | 23%  | Nov-04 | Generic    | 600  | 0.5    | 1      | C-      |
| Total |      |      |        |            | 1300 | 37.5   | 37     |         |
| TPE   | LAX  | 46%  | Dec-04 | Electronic | 317  | 30     | 30     | B+      |
| TPE   | SEA  | 75%  | Dec-04 | Generic    | 600  | 2      | 3      | B-      |
| Total |      |      |        |            | 917  | 32     | 33     |         |

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>75</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>15</sub> US/EU \$0.68<sub>34</sub>... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.4<sub>55</sub>

FIG. 12B

# **►► Future Freight™**

Summary **Market** Commitment Order Forecast Indices History Signout

Carrier Dashboard

Select Region: From: **Asia** To: **US-West** Options View

## **Market**

| Orig | Dest | Month  | Service | Bid  | Ask  | Strike | Weight |
|------|------|--------|---------|------|------|--------|--------|
| HKG  | SFO  | Nov-03 | 2 Day   | 0.05 | 0.06 | \$2.31 | 134    |
| TPE  | SFO  | Nov-03 | 2 Day   | 0.25 | 0.28 | \$2.32 | 134    |
| TPE  | LAX  | Jan-04 | Express | 0.07 | 0.12 | \$2.59 | 150    |
| HKG  | SFO  | Feb-04 | Express | 0.12 | 0.14 | \$2.07 | 100    |
| HKG  | LAX  | Dec-03 | 1 Day   | 0.14 | 0.28 | \$2.53 | 100    |
| PVG  | SEA  | Dec-03 | Express | 0.15 | 0.16 | \$2.43 | 100    |
| ICN  | LAX  | Nov-03 | 1 Day   | 0.47 | 0.48 | \$2.17 | 75     |

## **My Commitments**

| Orig | Dest | Month  | Service | Strike | Prem | Curr Price | Gain  | % of Forecast | Wt  | Action |
|------|------|--------|---------|--------|------|------------|-------|---------------|-----|--------|
| HKG  | SFO  | Nov-03 | Express | \$1.30 | 0.07 | \$1.80     | 38    | 16%           | 76  | B      |
| HKG  | SFO  | Dec-03 | Express | \$1.30 | 0.09 | \$1.30     | 0     | 0%            | 20  | B      |
| PVG  | SEA  | Nov-03 | Express | \$2.23 | 0.21 | \$2.79     | 6.72  | 12%           | 12  | B      |
| TPE  | LAX  | Feb-04 | Express | \$2.86 | 0.14 | \$2.86     | 0     | 0%            | 54  | B      |
| TPE  | SFO  | Jan-04 | Express | \$2.23 | 0.09 | \$2.12     | -13.2 | 13%           | 120 | B      |
| HKG  | SEA  | Dec-03 | Express | \$1.90 | 0.10 | \$6.00     | 176.3 | 9%            | 43  | S      |

## **My Orders**

| Orig | Dest | Month  | Service | Type of Order | Limit | Strike | Weight |
|------|------|--------|---------|---------------|-------|--------|--------|
| SIN  | SFO  | Dec-03 | 1 Day   | Buy           | 0.05  | \$1.30 | 78     |
| SIN  | SFO  | Nov-03 | Express | Sell          | 0.12  | \$2.48 | 54     |
| TPE  | SFO  | Dec-03 | 1 Day   | Sell          | 0.24  | \$2.88 | 98     |
| SIN  | SFO  | Feb-04 | Express | Buy           | 0.14  | \$1.58 | 45     |
| ICN  | LAX  | Feb-04 | Express | Sell          | 0.26  | \$2.67 | 12     |
| HKG  | LAX  | Jan-04 | 1 Day   | Buy           | 0.18  | \$1.56 | 40     |
| ICN  | SFO  | Nov-03 | 1 Day   | Iceberg Sell  | 0.43  | \$1.54 | 150    |
| TPE  | LAX  | Nov-03 | Express | Sell          | 0.44  | \$3.50 | 14     |

## **Forecast**

| Orig         | Dest | Conf | Month  | Cargo Type | Vol         | Act Wt      | Trd Wt    | Quality |
|--------------|------|------|--------|------------|-------------|-------------|-----------|---------|
| TPE          | SFO  | 64%  | Nov-04 | Electronic | 500         | 22          | 21        | B-      |
| TPE          | LAX  | 59%  | Nov-04 | Electronic | 200         | 15          | 15        | B+      |
| TPE          | SEA  | 23%  | Nov-04 | Generic    | 600         | 0.5         | 1         | C-      |
| <b>Total</b> |      |      |        |            | <b>1300</b> | <b>37.5</b> | <b>37</b> |         |
| TPE          | LAX  | 46%  | Dec-04 | Electronic | 317         | 30          | 30        | B+      |
| TPE          | SEA  | 75%  | Dec-04 | Generic    | 600         | 2           | 3         | B-      |
| <b>Total</b> |      |      |        |            | <b>917</b>  | <b>32</b>   | <b>33</b> |         |

Indices: Asia/US \$2.88<sub>65</sub> US/Asia \$0.85<sub>75</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>25</sub> ... Routes TPE-SFO \$1.89<sub>18</sub> HK-LAX \$2.45<sub>55</sub>

**FIG. 12C**

# **Future Freight™**

Summary **Market** Commitment Order Forecast Indices History Signout

Adjustment Market - Forwarder

Select Region: From:  To:

## **Market**

| Orig | Dest | Carr | Time/Date  | Serv    | Fit  | Bid    | Ask    | Position | Wt  |
|------|------|------|------------|---------|------|--------|--------|----------|-----|
| HKG  | SFO  | SQ   | F 05/11/04 | 2 Day   | 1124 | \$2.21 | \$2.23 | Upper    | 134 |
| TPE  | SFO  | JAL  | T 05/12/04 | 2 Day   | 109  | \$2.30 | \$2.31 | Upper    | 134 |
| TPE  | LAX  | UA   | T 06/18/04 | Express | 1189 | \$2.86 | \$2.87 | Lower    | 150 |
| HKG  | SFO  | UA   | W 06/08/04 | Express | 1189 | \$2.86 | \$2.87 | Lower    | 100 |
| HKG  | LAX  | SQ   | W 09/15/04 | 1 Day   | 116  | \$2.45 | \$2.48 | Lower    | 100 |
| PVG  | SEA  | SQ   | M 07/03/04 | Express | 1205 | \$2.42 | \$2.49 | Upper    | 100 |
| ICN  | LAX  | SQ   | M 07/06/04 | 1 Day   | 1203 | 2.86   | \$2.89 | Upper    | 75  |

## **My Commitments**

| Orig | Dest | Service | Carrier | Fit  | Cost   | Position | Time/Date  | Wt  | Action |
|------|------|---------|---------|------|--------|----------|------------|-----|--------|
| HKG  | SFO  | Express | SQ      | 1124 | \$1.80 | Lower    | F 05/11/04 | 76  | B      |
| HKG  | SFO  | Express | SQ      | 109  | \$1.30 | Upper    | T 05/12/04 | 20  | B      |
| PVG  | SEA  | Express | JAL     | 1189 | \$2.79 | Upper    | T 06/18/04 | 12  | B      |
| TPE  | LAX  | Express | JAL     | 1189 | \$2.86 | Lower    | W 09/08/04 | 54  | B      |
| TPE  | SFO  | Express | UA      | 116  | \$2.12 | Lower    | W 08/12/04 | 120 | B      |
| HKG  | SEA  | Express | UA      | 127  | \$6.00 | Lower    | W 09/15/04 | 43  | S      |

## **My Orders**

| Orig | Dest | Time/Date  | Serv    | Pos | Ord      | Fit  | Carr | M/L | Limit  | Lnk | Wt      |
|------|------|------------|---------|-----|----------|------|------|-----|--------|-----|---------|
| SIN  | SFO  | F 05/11/04 | 1 Day   | U   | Buy      | 1124 | SQ   | L   | \$1.30 | OC  | 121 78  |
| SIN  | SFO  | T 05/12/04 | Express | L   | Sell     | 109  | JAL  | L   | \$2.48 | TR  | 042 54  |
| TPE  | SFO  | T 06/18/04 | 1 Day   | L   | Sell     | 1189 | UA   | L   | \$2.88 | TR  | 041 98  |
| SIN  | SFO  | W 09/08/04 | Express | L   | Buy      | 1189 | UA   | M   |        |     | 45      |
| ICN  | LAX  | W 08/12/04 | Express | U   | Sell     | 116  | JAL  | M   |        |     | 12      |
| HKG  | LAX  | W 09/15/04 | 1 Day   | U   | Buy      | 127  | SQ   | L   | \$1.56 |     | 40      |
| ICN  | SFO  | M 07/03/04 | 1 Day   | U   | Ice Sell | 1205 | SQ   | L   | \$1.54 | OC  | 121 150 |
| TPE  | LAX  | M 07/06/04 | Express | L   | Sell     | 1203 | SQ   | L   | \$3.50 | OC  | 199 14  |

Indices: Asia/US \$2.88<sub>85</sub> US/Asia \$0.85<sub>25</sub> Asia/EU \$2.10<sub>76</sub> EU/Asia \$0.54<sub>38</sub> EU/US \$0.78<sub>45</sub> US/EU \$0.68<sub>35</sub> ... Routes TPE-SFO \$1.89<sub>18</sub>

**FIG. 12D**

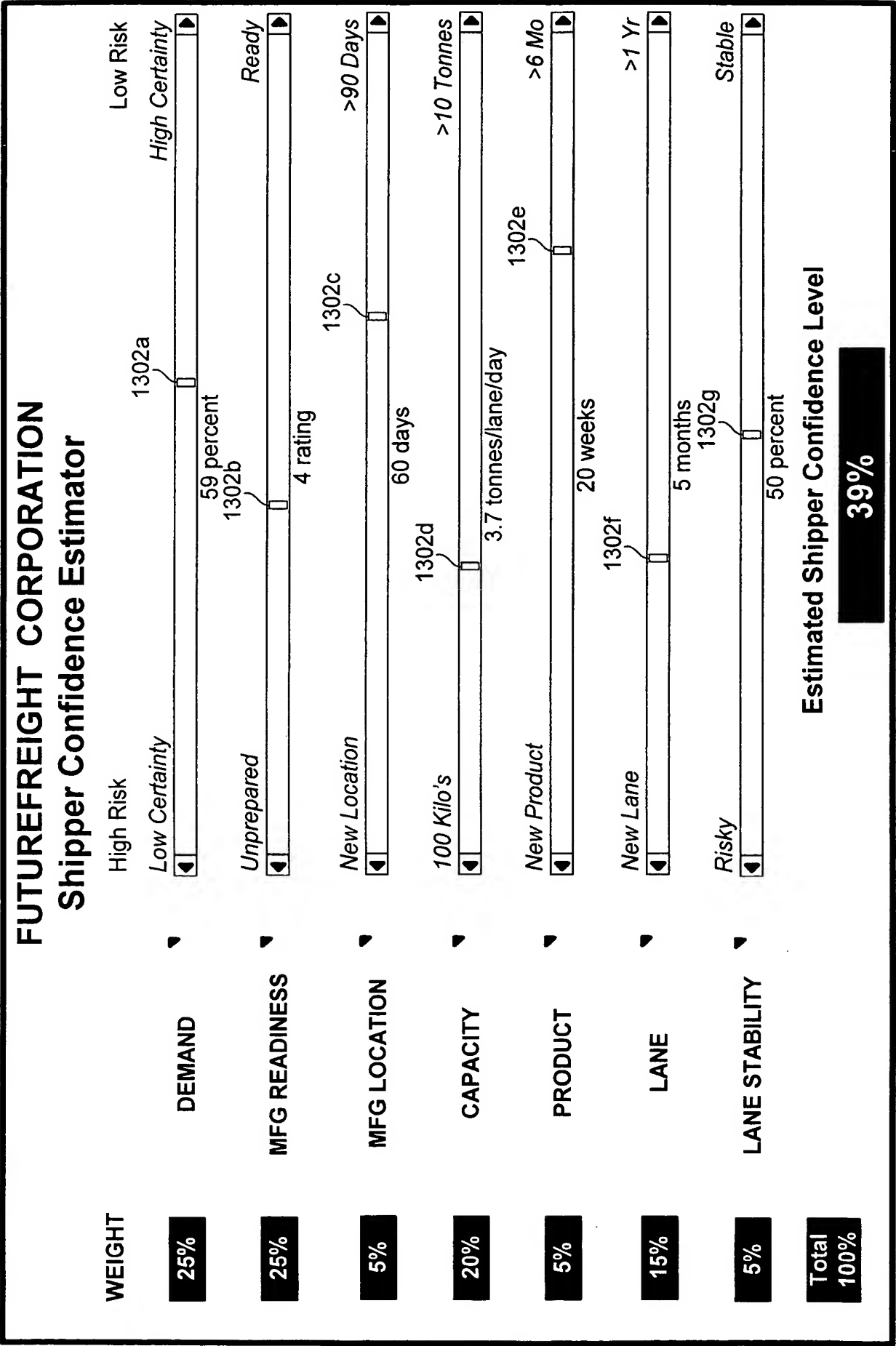


FIG. 13

### Shipper Confidence Level Factors

| <u>Factor</u>  | <u>Weight</u> | <u>High Risk</u> | <u>Low Risk</u> | <u>Notes</u>  |
|----------------|---------------|------------------|-----------------|---|
| DEMAND         | 25%           | Low Certainty    | High Certainty  | Customer Demand   |
| MFG READINESS  | 25%           | Unprepared       | Ready           | Includes availability of supplied material, internal resource readiness used to build product or part, set up required to build product or part |
| MFG LOCATION   | 5%            | New Location     | >90 days        | Sensitivity about where product is being built  |
| CAPACITY       | 20%           | 100 kg           | >10 tonnes      | Amount of capacity to be booked   |
| PRODUCT        | 5%            | New Product      | >6 months       | Number of months product has been manufactured  |
| LANE           | 15%           | New Lane         | >1 year         | Number of months lane has been used for shipping  |
| LANE STABILITY | 5%            | Risky            | Stable          | Estimate of lane stability (i.e. wars, strikes, etc.)   |

**FIG. 14**

